

Philip Morris USA

McLane Shipments

MCLANE DEPLETED INVENTORY THIS WEEK, AS IT HAD DURING 10 OF THE PAST 12 WEEKS

TOTAL PM VOLUME MCLANE (millions of cigarettes)

<u>Week Ending</u>	<u>PM Shipped To McLane</u>	<u>McLane Shipped To Retailers</u>	<u>Difference</u>
10/7	604.6	565.3	39.3
10/14	435.3	571.3	-136.0
10/21	591.4	573.0	18.4
10/28	369.4	565.4	-196.0
11/4	396.5	559.4	-162.9
11/11	309.8	613.9	-304.1
11/18	358.9	707.5	-348.6
11/25	887.6	664.7	222.9
12/2	309.1	571.7	-262.6
12/9	326.7	577.0	-250.3
12/16	379.3	615.1	-235.8
12/23	465.6	610.7	-145.1
12/30	547.6	573.8	-26.2
1/6/95	779.1	N/A	N/A
1/13/95	142.7	N/A	N/A

All volumes through 10/21 exclude 24 Sam's Clubs in Michigan which purchased directly from PM. As of 10/28, these are included in McLane's Northeast Division.

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